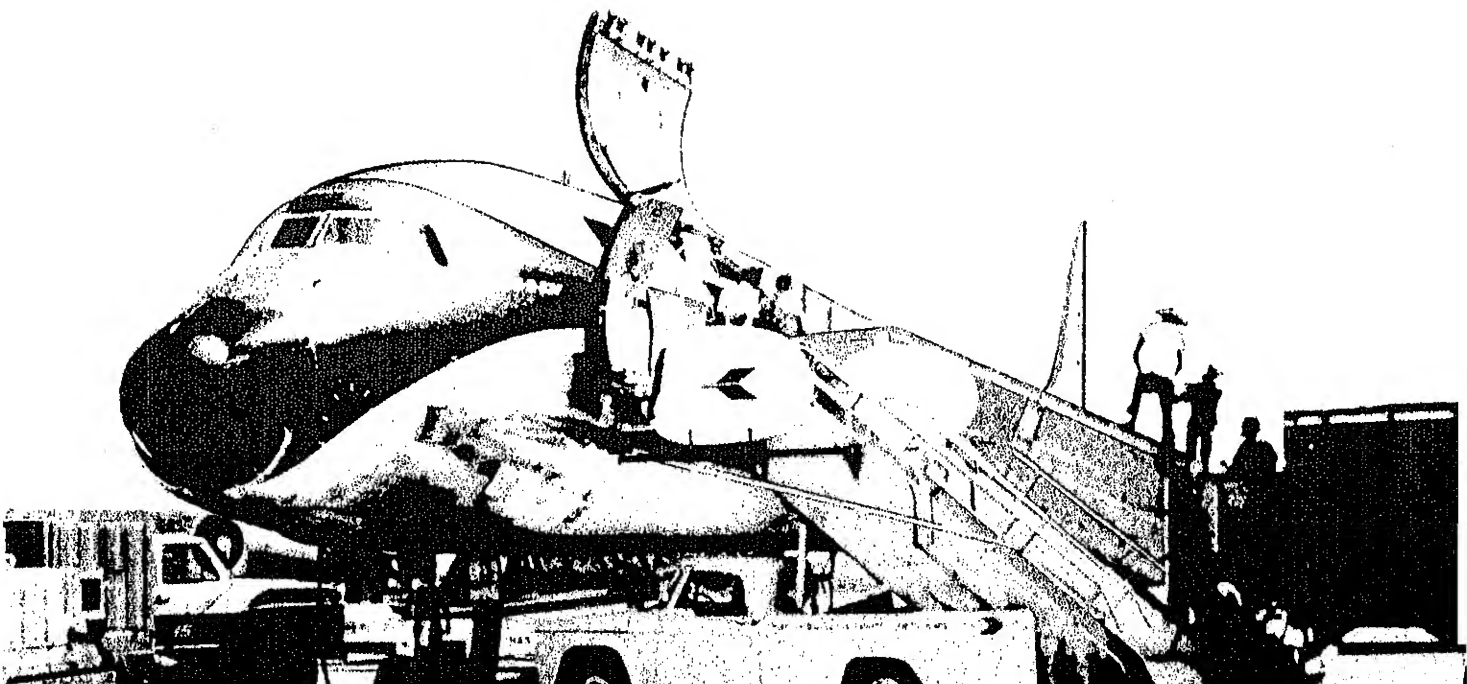


SUGGESTED PROCEDURES FOR EXPORTING BREEDING CATTLE AND SWINE

FOREIGN AGRICULTURAL SERVICE
UNITED STATES
DEPARTMENT OF AGRICULTURE

FA- M-274 MARCH 1977



Foreword

Exporting has stirred the imaginations of U.S. livestock producers as a means of securing new markets for their cattle, horses, sheep, and swine.

This publication, *Suggested Procedures for Exporting Breeding Cattle and Swine*, has been prepared by the Foreign Agricultural Service to assist producers in need of factual information concerning these exports.

A companion publication, *Guide for U.S. Cattle Exporters* (Agricultural Handbook No. 217), details the import/export health regulations of 73 countries as well as the breeds of cattle being imported, sources, ages, prices, and problems in exporting U.S. animals to these countries.

This publication helps the exporter prepare for the sale of his animals, and should assist him from the time of sale through delivery.

The two publications, *Suggested Procedures for Exporting Breeding Cattle and Swine* and *Guide for U.S. Cattle Exporters*, can be highly useful tools to U.S. livestock exporters.

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Foreign Market Development
Foreign Agricultural Service

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Suggested Procedures for Exporting Breeding Cattle and Swine

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Livestock and Livestock Products Division, Foreign Market Development
Foreign Agricultural Service

Preparations for Sale

U.S. breeding livestock are being exported in ever-increasing numbers to supplement and improve production of meat and milk throughout the world. This expanding market provides opportunities for cattle producers willing to invest time, money, and effort in market development.

The cattle producer considering entrance into the export market should first decide whether the gamble of additional time and effort required to find markets is a risk to be taken willingly.

There is no guarantee of success. The expenditure of time and effort could pay handsome returns—or result in a profitless venture.

The next step is to obtain a copy of the latest revision (1976) of the FAS publication, *Guide for U.S. Cattle Exporters*, and the latest FAS circulars presenting data on exports of U.S. beef, dairy, and swine breeding stock. Ascertain from these publications the export destinations of the various breeds of U.S. breeding livestock.

Selecting the Market

Beginners in export marketing of livestock probably will find it easier—and safer—to start in an established foreign market than to explore the unknown.

Select two or more countries in the same part of the world that could be potential customers. Such a selection will save time and money in making the first overseas trip. Usually, purchasing an airline ticket to the most distant of several countries in one area entitles the ticketholder to make the intermediate

stops at no additional cost, provided all proposed stops are served by the same airline.

Having selected the target countries, refer to the *Guide for U.S. Cattle Exporters* and determine the health regulations that apply to imports of cattle by those countries. In the United States, local veterinarians can point out the problems—if any—that these regulations may pose to imports of cattle by the recipient country. Note those sections of the *Guide* that list possible obstacles to importing cattle.

Next, contact the embassies of the countries of interest (see appendix I for addresses) and travel agencies to obtain detailed information. Determine the climatic and cultural changes—including possible shocks—that the exported cattle will necessarily face if a sales contract is signed.

FAS Data Sources

Export opportunity leads can be obtained without leaving home. The FAS Trade Opportunity Referral Service (TORS) disseminates trade leads gathered by U.S. Agricultural Attaches through a computerized direct mail service and a weekly trade bulletin, *Export Briefs*.

The direct mail service is for specific products. Suppliers of beef or dairy cattle or swine, for example, receive only those inquiries related to these categories.

Export Briefs covers all trade inquiries received from Attachés as well as news items on foreign trade developments.

Further information on TORS and *Export Briefs* is available from the Export Trade Services Division,

FAS, Room 5940-S, U.S. Department of Agriculture, Washington, D.C. 20250. Information on exporting U.S. livestock can be obtained from the Livestock and Livestock Products Division, FAS, Room 4919-S, U.S. Department of Agriculture, Washington, D.C. 20250.

Your Sales Presentation

Be prepared to demonstrate to the prospective buyer your awareness of conditions in his country, and be ready to document cases in the United States or abroad where the breed of cattle you want to sell has been successful under similar conditions of temperature, altitude, and rainfall.

The inclusion of such information in the buyer-seller dialog helps to encourage buyer confidence in the seller, and indicates the seller's long-term interest in the market. It is almost impossible to be overprepared on such points, because many prospective buyers have traveled extensively and are knowledgeable about the United States and the breeds of cattle that are successfully raised there and can successfully adapt to foreign conditions.

Prepare the sales presentation carefully. What have you to offer? Document the answers. Prepare a book that includes photos (professional photos, slides, or transparencies—not snapshots) of the types of animals offered for sale. Have you produced champions or sold animals that have become champions? If so, include photos and press clippings.

Your presentation should answer all questions likely to be asked by the prospective buyer. The customer should not be compelled to guess or imagine the qualities and characteristics of the cattle being offered.

Anticipating Buyer Questions

Your ability to answer buyer questions can make or break the sale. Before signing a contract to buy cattle offered, the customer will want answers to such questions as:

- What firms are prepared to transport the animals?
- How much will transportation cost?
- Is adequate insurance on the animals available at reasonable cost?
- How much will insurance cost?
- Can the total purchase price be financed?
- If so, under what terms and conditions?

The seller must be prepared to answer these and related questions fully. A lack of preparation at this point would seriously jeopardize the success of the sales effort.

U.S. Attaché Assistance

With this information assembled, write the U.S. Agricultural Attaché in the country or countries you have selected (see appendix II for addresses). These attachés, who are specialists assigned to USDA's Foreign Agricultural Service, are the official representatives of the U.S. Government for agricultural matters in the countries in which they are stationed.

State your purpose and mention the specific preparations made in anticipation of a trip. Ask for suggestions as to the best time of year for a trip, the recommended length of the stay in the country, and cooperation in making appointments at the Ministry of Agriculture (or equivalent organization) and with representatives of organizations representing cattle producers. Allow for up to a month for transmittal of your letter, and another month for a reply.

Attachés can be of great help in establishing contacts for U.S. exporters. Because of their local knowledge, they can arrange appointments with the government officials and industry representatives who can speak authoritatively on matters related to your mission.

Contact the U.S. Agricultural Attaché upon your arrival in the country or countries of your choice. By the same token, keep the Attaché informed of any change in your plans so that he may communicate these changes to the local officials who are his contacts. He uses his official position to assist you. To avoid embarrassment, he should be kept informed of any changes in the visitor's plans.

From Sale Through Delivery

Dependability of Supply

It is of paramount importance that the U.S. exporter of breeding cattle have a dependable supply of animals to sell abroad. The exporter must be

willing to commit a portion of production for overseas sales on a continuing basis. Nothing kills sales more effectively than undependable continuity of supply. The businessman who approaches export sales as a residual outlet for surplus production cannot expect to succeed in the export market.

Export Payment and Credit

Export sales are usually paid for by one of three methods: An export letter of credit opened by the foreign buyer in favor of the seller in the United States, a sight or time draft drawn directly by the seller in the United States on the buyer abroad, or open account sales.

Letters of credit offer the greatest protection to the seller. When issued in irrevocable form by either a domestic or foreign bank on behalf of a foreign buyer, a letter of credit eliminates the credit risk. It assures the seller that he will be paid when the specified shipping documents are presented to the paying bank indicated in the letter of credit, provided that all the requirements of the credit have been met.

Sight and time drafts are increasingly popular. With the sight draft, the buyer can defer payment until the foreign correspondent of the seller's bank presents the draft to him. Only after the payment is made does the buyer receive title to the goods the exporter shipped. In practice, the buyer often does not make payment and take title until the goods arrive in his country.

Sales on open account. If the buyer is well known to the seller, has a well established reputation, or represents a foreign branch or subsidiary of a U.S. firm, the seller may want to do business on an open account, or even consignment basis. Open account sales are simple and convenient, but they provide no negotiable instrument of obligation and there may be problems of collection if the buyer refuses to pay.

Commercial banks are the best source of information on export documentation and the various means of financing and insuring export sales. If your local bank does not handle export paper, it is probably a correspondent of a bank that does.

In certain situations, private financing may not be available. In such cases, exporters should contact the Export-Import Bank, a U.S. Government agency that promotes exports by guaranteeing loans made by commercial banks and by underwriting export credit insurance available through the Foreign Credit Insurance Association. Until recently the Export-Import Bank only financed breeding livestock and for periods of 3-5 years. Some young feeders and calves have received export financing for a maximum period of 1 year. For further information contact: Export-Import Bank of the United States, 811 Vermont Avenue, N.W., Washington, D.C. 20571, Tel. 202-382-8164.

Preparations for Shipment

To be able to market livestock overseas efficiently, an exporter needs certain information regarding costs, shipping requirements, and regulations on general

steps for exporting livestock by air, land, and sea, and specialized airfreight handling requirements and costs.

Exporters of breeding livestock depend heavily on air transport for overseas shipments of their animals. Not only is the travel time by air substantially less than by water, but also the stresses on livestock in transit are greatly reduced. Ocean transport is feasible only for large shipments of livestock (300-800 head) that can qualify for charter rates.

At the present time only about 5 percent of live cattle exports go by sea. This proportion conceivably could increase in the future because of rapidly rising air freight rates. Included, therefore, in appendix III are the names of air and surface lines presently equipped to handle the shipment of live cattle. The information that follows on the use of an international freight forwarder, health document requirements, and shipping and related costs applies both to sea and air transportation.

The specialized handling of animals for air shipment requires a relatively large amount of space for each pound shipped. Other requirements are controlled temperature, humidity, and ventilation and special pens, crates, or containers. Practically all livestock transported by air today go in special cargo aircraft at rates published by the International Air Transport Association and the U.S. Civil Aeronautics Board (CAB).

Ports of air and water embarkation with holding facilities are located at New York City (horses only) and Newburg, N.Y.; Richmond, Va.; Miami, Tampa, and St. Petersburg, Fla.; Houston and Brownsville, Tex.; San Francisco, Calif.; Chicago, Ill.; Moses Lake, Wash.; Helena, Mont.; and Harrisburg, Pa.

Highly specialized equipment and crews are required to load and unload the large jet cargo planes used for overseas shipping. Unless special arrangements are made, U.S. livestock can be shipped only from airports and ports that have been designated by the Animal and Plant Health Inspection Service (APHIS) of the U.S. Department of Agriculture as ports of export. For this reason, livestock may have to be trucked long distances from farm to the approved port of embarkation, thus adding substantially to shipping costs.

Livestock exporters should consult APHIS to determine which airports qualify as embarkation ports. The veterinarian at the port of embarkation ultimately decides if the animals are being handled humanely and under sanitary conditions.

The services of an international freight forwarder can be helpful in shipping your animals abroad. The freight forwarder, usually based in a port city, is an independent businessman whose basic role is to see that his customer's product moves to its destination

efficiently and cheaply. He is, in effect, a travel agent concerned with movement of freight.

As you gain experience in the export trade, you may decide to dispense with the services of the freight forwarder and handle the shipping yourself. You can do it yourself from the start, of course, and many businessmen have. Others do all their exporting through forwarders. The decision is yours.

Health Documentation

Who endorses? Special documents or origin health certificates are needed for export shipments of livestock to show that the animals have been properly inspected and are healthy and free from evidence of communicable diseases. The health certificates are issued by veterinarians who have been accredited by APHIS, State-employed veterinarians, or Federal veterinarians. Such certificates must be endorsed by an APHIS veterinarian in the State of origin. His office is normally in the State capital. The endorsed certificate must accompany the livestock to the port of export. Requirements for health certification of export livestock will vary according to the regulations of designated country of import and are subject to frequent change.

Health requirements. The import requirements are usually contained in the import permit that the consignee or importer in the foreign country must obtain from animal health officials in his country. In addition, export livestock must meet the minimum export health requirements set by APHIS. These health requirements are designed to promote export trade in U.S. livestock by insuring that only healthy animals are shipped to foreign countries and that they are handled humanely.

Specific information on animal health requirements for export should be obtained from the APHIS veterinarian in the State of origin or from the APHIS Import-Export Animal and Products Staff (Federal Center Building, Hyattsville, Md. 20782; Tel. 301-436-8383). These offices can supply information on the health certifications and humane requirements that pertain to livestock exports as well as to the airports and seaports that qualify as ports of export.

Examine the required documentation carefully. Fees are charged for some documents. Properly completed documents will help the shipper avoid costly delays. Shipping agents that specialize in international trade can be hired to handle the details of documentation. Airline, shipping, and APHIS personnel can be consulted for advice on documentation.

Documents Required. Although documentation requirements change frequently and without advance notice, the following documents are usually required when livestock are exported:

- (a) *U.S. Export Declaration* (U.S. Commerce Department Form 7525-U). This form is required by the U.S. Government for any commercial shipment leaving the United States.
- (b) *Commercial Invoice*. This document is a record of transaction between the buyer and seller and must accompany the shipment. It must give all details of animal identification, including brands, birth dates, approximate weights, country of origin, description of crating, value, and gross and net amounts of money due.
- (c) *Import Permit*. The buyer must obtain this document from his government. Some countries require that it accompany the shipment.
- (d) *Insurance Certificate*. Livestock insurance is written by several hundred agents in the United States on both U.S. guarantors and Lloyd's of London. Most general insurance agents can provide information on the nearest agent qualified to write livestock policies.
- (e) *Origin Health Certificate*. This document lists the animal's individual identification number, breed, sex, age, history of veterinary inspection at origin, and all tests and vaccinations for the animal. The certificate must be endorsed by an authorized APHIS veterinarian in the State of origin.
- (f) *Certificate of Inspection of Export Animals (USDA VS Form 17-37, Mar. 1967)*. This document is completed after the animals have been loaded at the U.S. port of export. It certifies that the animals have been correctly identified, have passed the health requirements for shipment, and assures that they have been loaded for shipment under humane conditions.
- (g) Other documents sometimes required are *pro-forma invoices* and *certificates of origin*. The former, similar to the commercial invoice, is developed by the seller and sent to the buyer with the letter of credit, giving information on the price and delivery cost of the animals. Some countries require certification of the document by the chamber of commerce at or near the seller's place of business, and some countries require that this document be legalized by their consul. The latter document is for shipments to countries that, by treaty, have special duty assessments on imports from the United States.

Shipping and Related Costs

Check all shipping costs carefully. Since some costs for exporting livestock are not readily apparent, a potential exporter of livestock should prepare a detailed estimate of shipping and related costs. To obtain a proper accounting of actual expenses, the cost of the following items (if applicable) should be totaled:

1. Vaccination and health certification fees.
2. Transportation for the animals to an airport or port that is qualified to handle international cargo shipments.
3. Purchasing or renting shipping containers.
4. Ocean and air freight rates (in air cargo, include weight of crates as well as weight of animals).
5. Insurance fees.
6. Other documentation fees.
7. Import levies and taxes.
8. Shipping agent fees. (If the services of a shipping agent are used, some of the expenses may be included in his charges.)
9. Feed and handling costs at port of export.

Shipping costs can change rapidly. Some costs prevailing in January 1977:

- Western U.S. inland transportation costs were about \$1.10 per loaded mile for a tractor-trailer of 10,000 kilograms capacity capable of hauling 33-35 animals of 454 kilograms each or 90-95 calves of 180 kilograms each. Trucks must be approved and inspected by veterinarians and cleaned prior to loading, which will cost about \$15 per truck.

- Eastern U.S. inland transportation costs are about \$1.25-\$1.40 per loaded mile under the conditions stated above.

- Holding, health certificates, rejections, and death losses prior to shipment will average about \$15 or more per head.

- Insurance will cost about 25 percent of the cost-insurance-freight (c.i.f.) value of the shipment.

- Cargo airline rates change frequently. It is not possible to give exact figures for any future date. However, one firm in January 1977 quoted a price of \$68,500 for transport via DC-8 (stretch) aircraft from Chicago to Greece, and \$52,200 from Chicago to

Italy. Back hauls could reduce the charge, subject to CAB approval.

Major Markets

For many years, Mexico and Canada have been the principal U.S. export markets for beef and dairy breeding cattle. During calendar 1974 and 1975, U.S. exports of all breeding cattle to Mexico totaled 86,796 head, and those to Canada totaled 45,516 head.

U.S. exports of beef breeding cattle to other important markets during these 2 years were: Republic of South Africa, 5,038 head (but imports as of Jan. 19, 1977, temporarily prohibited); Hungary, 2,555 head; Venezuela, 1,838 head; Argentina, 1,508 head; and Guatemala, 1,043 head.

Other important markets for dairy breeding cattle during these 2 years were: Iran, 10,122 head; Hungary, 8,311 head; Republic of Korea, 4,823 head; Bulgaria, 2,839 head; and Peru, 2,423 head.

Basic Requirements

To make the export of cattle a profitable export venture, sellers and buyers must meet certain basic requirements. In the United States, sellers must have contracts with foreign importers and be equipped to assemble, prepare for shipment, and ship healthy animals of superior quality on a regular basis, and be prepared to provide followup service.

The foreign importers must have sufficient financing to cover their contractual agreements and guarantee the U.S. sellers a stable market. The importers must have sufficient investment in facilities to receive animals and properly care for them after arrival.

Be prepared to put forth the best you have to offer—both as to the product and the service behind it. If you make a sale, write the buyer and inquire as to the conditions of the cattle on arrival, whether they are adapting satisfactorily to local conditions, and whether any further service can be offered. Ask the buyer to suggest a time for a followup trip. Each succeeding trip improves the seller's acceptance and chances of success.

Appendix I

Partial List of Foreign Embassies in the United States

AFGHANISTAN

Embassy of Afghanistan
2341 Wyoming Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 234-3770

ARGENTINA

Embassy of the Argentine Republic
1600 New Hampshire Avenue, N.W.
Washington, D.C. 20009
Tel: (202) 332-7100

AUSTRALIA

Embassy of Australia
1601 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: (202) 797-3000

AUSTRIA

Embassy of Austria
2343 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 483-4474

BANGLADESH

Embassy of the People's Republic of Bangladesh
2123 California Street, N.W.
Washington, D.C. 20008
Tel: (202) 737-9169

BARBADOS

Embassy of Barbados
2144 Wyoming Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 387-7374

BELGIUM

Embassy of Belgium
3330 Garfield Street, N.W.
Washington, D.C. 20008
Tel: (202) 333-6900

BOLIVIA

Embassy of Bolivia
1145 19th Street, N.W., Suite 213
Washington, D.C. 20036
Tel: (202) 223-9610

BOTSWANA

Embassy of the Republic of Botswana
4301 Connecticut Avenue, N.W.
Suite 404
Washington, D.C. 20008
Tel: (202) 244-4990

BRAZIL

Brazilian Embassy
3006 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 797-0100

BULGARIA

Embassy of the People's Republic of Bulgaria
2100 16th Street, N.W.
Washington, D.C. 20009
Tel: (202) 387-7969

BURMA

Embassy of the Socialist Republic
of the Union of Burma
2300 S Street, N.W.
Washington, D.C. 20008
Tel: (202) 332-9044

BURUNDI

Embassy of the Republic of Burundi
2717 Connecticut Avenue, N.W.
Washington, D.C. 20009
Tel: (202) 387-4477

CAMEROON

Embassy of the United Republic of Cameroon
2349 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 265-8790

CANADA

Embassy of Canada
1746 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: (202) 785-1400

CENTRAL AFRICAN REPUBLIC

Embassy of Central African Republic
1618 22nd Street, N.W.
Washington, D.C. 20008
Tel: (202) 265-5637

CHILE

Embassy of Chile
1732 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: (202) 785-1746

CHINA, REPUBLIC OF

Chinese Embassy
4301 Connecticut Avenue, N.W.
Suite 420
Washington, D.C. 20008
Tel: (202) 686-5400

COLOMBIA

Embassy of Colombia
2118 Leroy Place, N.W.
Washington, D.C. 20008
Tel: (202) 387-5828

COSTA RICA

Embassy of Costa Rica
2112 S Street, N.W.
Washington, D.C. 20008
Tel: (202) 234-2945

CYPRUS

Embassy of Cyprus
2211 R Street, N.W.
Washington, D.C. 20008
Tel: (202) 462-5772

CZECHOSLOVAKIA

Embassy of Czechoslovak Socialist Republic
3900 Linnean Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 363-6315

DENMARK

Embassy of Denmark
3200 Whitehaven Street, N.W.
Washington, D.C. 20008
Tel: (202) 234-4300

DOMINICAN REPUBLIC

Embassy of the Dominican Republic
1715 22nd Street, N.W.
Washington, D.C. 20008
Tel: (202) 332-6280

ECUADOR

Embassy of Ecuador
2535 15th Street, N.W.
Washington, D.C. 20009
Tel: (202) 234-7200

EGYPT

Embassy of the Arab Republic of Egypt
2310 Decatur Place, N.W.
Washington, D.C. 20008
Tel: (202) 232-5400

EL SALVADOR

Embassy of El Salvador
2308 California Street, N.W.
Washington, D.C. 20008
Tel: (202) 265-3480

ETHIOPIA

Embassy of Ethiopia
2134 Kalorama Road, N.W.
Washington, D.C. 20008
Tel: (202) 234-2281

FINLAND

Embassy of Finland
1900 24th Street, N.W.
Washington, D.C. 20008
Tel: (202) 462-0556

FRANCE

Embassy of France
1100 Connecticut Avenue, N.W.
Washington, D.C. 20006
Tel: (202) 223-6710

GABON

Embassy of the Gabonese Republic
2210 R Street, N.W.
Washington, D.C. 20008
Tel: (202) 797-1000

GERMAN DEMOCRATIC REPUBLIC

Embassy of the German Democratic Republic
1717 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: (202) 232-3134

GERMANY, FEDERAL REPUBLIC OF

Embassy of the Federal Republic of Germany
4645 Reservoir Road, N.W.
Washington, D.C. 20007
Tel: (202) 331-3000

GHANA

Embassy of Ghana
2460 16th Street, N.W.
Washington, D.C. 20009
Tel: (202) 462-0761

GREECE

Embassy of Greece
2221 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 657-3168

GUATEMALA

Embassy of Guatemala
2220 R Street, N.W.
Washington, D.C. 20008
Tel: (202) 332-2865

GUINEA

Embassy of the Republic of Guinea
2112 Leroy Place, N.W.
Washington, D.C. 20008
Tel: (202) 483-9420

GUYANA

Embassy of Guyana
2490 Tracy Place, N.W.
Washington, D.C. 20008
Tel: (202) 265-6900

HAITI

Embassy of Haiti
4400 17th Street, N.W.
Washington, D.C. 20011
Tel: (202) 723-7000

HONDURAS

Embassy of Honduras
4301 Connecticut Avenue, N.W.
Washington, D.C. 20011
Tel: (202) 966-7700

HUNGARY

Embassy of the Hungarian People's Republic
2437 15th Street, N.W.
Washington, D.C. 20009
Tel: (202) 387-3800

ICELAND

Embassy of Iceland
2022 Connecticut Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 365-6653

INDIA

Embassy of India
2107 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 265-5050

INDONESIA

Embassy of the Republic of Indonesia
2020 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: (202) 293-1745

IRAN

Imperial Embassy of Iran
3005 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 483-5500

IRELAND

Embassy of Ireland
2234 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 483-7639

ISRAEL

Embassy of Israel
1621 22nd Street, N.W.
Washington, D.C. 20008
Tel: (202) 483-4100

ITALY

Embassy of Italy
1601 Fuller Street, N.W.
Washington, D.C. 20009
Tel: (202) 234-1935

IVORY COAST

Embassy of the Republic of Ivory Coast
2424 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 483-2400

JAMAICA

Embassy of Jamaica
1666 Connecticut Avenue, N.W.
Washington, D.C. 20009
Tel: (202) 387-1010

JAPAN

Embassy of Japan
2520 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 234-2266

JORDAN

Embassy of the Hashemite Kingdom of Jordan
2319 Wyoming Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 365-1606

KENYA

Embassy of Kenya
2249 R Street, N.W.
Washington, D.C. 20008
Tel: (202) 387-6101

KHMER REPUBLIC

Embassy of the Khmer Republic
4500 16th Street, N.W.
Washington, D.C. 20011
Tel: (202) 726-2404

KOREA

Embassy of Korea
2320 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 438-7383

LAOS

Embassy of Laos
2222 S Street, N.W.
Washington, D.C. 20008
Tel: (202) 332-6416

LEBANON

Embassy of Lebanon
2560 28th Street, N.W.
Washington, D.C. 20008
Tel: (202) 332-0300

LESOTHO

Embassy of the Kingdom of Lesotho
Caravel Building, Suite 300
1601 Connecticut Avenue, N.W.
Washington, D.C. 20009
Tel: (202) 462-4190

LIBERIA

Embassy of Liberia
5201 16th Street, N.W.
Washington, D.C. 20011
Tel: (202) 723-0437

LIBYA

Embassy of the Libyan Arab Republic
2344 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 232-1315

MADAGASCAR

Embassy of Madagascar
2374 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 265-5525

MALAWI

Malawi Embassy
2362 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 234-9313

MALAYSIA

Embassy of Malaysia
2401 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 234-7600

MALI

Embassy of the Republic of Mali
2130 R Street, N.W.
Washington, D.C. 20008
Tel: (202) 332-2249

MALTA

Embassy of Malta
2017 Connecticut Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 462-3611

MAURITANIA

Embassy of the Islamic Republic of Mauritania
2129 Leroy Place, N.W.
Washington, D.C. 20008
Tel: (202) 232-5700

MAURITIUS

Embassy of Mauritius
4301 Connecticut Avenue, N.W.
Suite 134
Washington, D.C. 20008
Tel: (202) 244-1491

MEXICO

Embassy of Mexico
2829 16th Street, N.W.
Washington, D.C. 20009
Tel: (202) 234-6000

MOROCCO

Embassy of Morocco
1601 21st Street, N.W.
Washington, D.C. 20009
Tel: (202) 462-7979

NEPAL

Royal Nepalese Embassy
2131 Leroy Place, N.W.
Washington, D.C. 20009
Tel: (202) 667-4550

NETHERLANDS

Embassy of the Netherlands
4200 Linnean Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 244-5300

NEW ZEALAND

Embassy of New Zealand
19 Observatory Circle, N.W.
Washington, D.C. 20008
Tel: (202) 265-1721

NICARAGUA

Embassy of Nicaragua
1627 New Hampshire Avenue, N.W.
Washington, D.C. 20009
Tel: (202) 387-4371

NIGER

Embassy of the Republic of Niger
2204 R Street, N.W.
Washington, D.C. 20008
Tel: (202) 483-4224

NIGERIA

Embassy of Nigeria
1333 16th Street, N.W.
Washington, D.C. 20036
Tel: (202) 223-9300

NORWAY

Embassy of Norway
3401 Massachusetts Avenue, N.W.
Washington, D.C. 20007
Tel: (202) 333-6000

PAKISTAN

Embassy of Pakistan
2315 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 332-8330

PANAMA

Embassy of Panama
2862 McGill Terrace, N.W.
Washington, D.C. 20008
Tel: (202) 483-1407

PARAGUAY

Embassy of Paraguay
2400 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 438-6960

PERU

Embassy of Peru
1700 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: (202) 833-9860

PHILIPPINES

Embassy of the Philippines
1617 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: (202) 483-1414

POLAND

Embassy of the Polish People's Republic
2640 16th Street, N.W.
Washington, D.C. 20009
Tel: (202) 234-3800

PORTUGAL

Embassy of Portugal
2125 Kalorama Road, N.W.
Washington, D.C. 20008
Tel: (202) 265-1643

QATAR

Embassy of the State of Qatar
2721 Connecticut Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 332-2300

ROMANIA

Embassy of the Socialist Republic of Romania
1607 23rd Street, N.W.
Washington, D.C. 20009
Tel: (202) 232-4747

RWANDA

Embassy of the Republic of Rwanda
1714 New Hampshire Avenue, N.W.
Washington, D.C. 20009
Tel: (202) 232-2882

SAUDI ARABIA

Embassy of Saudi Arabia
1520 18th Street, N.W.
Washington, D.C. 20036
Tel: (202) 483-2100

SENEGAL

Embassy of the Republic of Senegal
2112 Wyoming Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 234-0540

SIERRA LEONE

Embassy of Sierra Leone
1701 19th Street, N.W.
Washington, D.C. 20009
Tel: (202) 265-7700

SINGAPORE

Embassy of the Republic of Singapore
1824 R Street, N.W.
Washington, D.C. 20009
Tel: (202) 667-7555

SOMALIA

Embassy of Somali Democratic Republic
600 New Hampshire Avenue, N.W.
Suite 710
Washington, D.C. 20037
Tel: (202) 234-3261

SOUTH AFRICA

Embassy of South Africa
3051 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 232-4400

SPAIN

Embassy of Spain
2700 15th Street, N.W.
Washington, D.C. 20008
Tel: (202) 265-0190

SRI LANKA

Embassy of Sri Lanka
2148 Wyoming Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 483-4025

SUDAN

Embassy of the Democratic Republic of the Sudan
600 New Hampshire Avenue, N.W.
Suite 400
Washington, D.C. 20037
Tel: (202) 338-8565

SWAZILAND

Embassy of the Kingdom of Swaziland
4301 Connecticut Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 362-6683

SWEDEN

Embassy of Sweden
600 New Hampshire Avenue, N.W.
Washington, D.C. 20037
Tel: (202) 965-4100

SWITZERLAND

Embassy of Switzerland
2900 Cathedral Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 462-1811

SYRIA

Embassy of the Syrian Arab Republic
600 New Hampshire Avenue, N.W.
Suite 1120
Washington, D.C. 20037
Tel: (202) 965-2005

TANZANIA

Embassy of the United Republic of Tanzania
2010 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: (202) 872-1005

THAILAND

Embassy of Thailand
2300 Kalorama Road, N.W.
Washington, D.C. 20008
Tel: (202) 667-1446

TOGO

Embassy of the Republic of Togo
2208 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 234-4212

TRINIDAD AND TOBAGO

Embassy of Trinidad and Tobago
1708 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: (202) 467-5490

TUNISIA

Embassy of Tunisia
2408 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 234-6644

TURKEY

Embassy of the Republic of Turkey
1606 23rd Street, N.W.
Washington, D.C. 20008
Tel: (202) 667-6400

UGANDA

Embassy of the Republic of Uganda
5909 16th Street, N.W.
Washington, D.C. 20011
Tel: (202) 726-7100

UNION OF SOVIET SOCIALIST REPUBLICS

Embassy of the Union of Soviet
Socialist Republics
1825 Phelps Place, N.W.
Washington, D.C. 20008
Tel: (202) 265-2607

UNITED ARAB EMIRATES

Embassy of the United Arab Emirates
600 New Hampshire Avenue
Suite 740
Washington, D.C. 20037
Tel: (202) 338-6500

UNITED KINGDOM

British Embassy
3100 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 462-1340

UPPER VOLTA

Embassy of the Republic of Upper Volta
5500 16th Street, N.W.
Washington, D.C. 20011
Tel: (202) 726-0992

URUGUAY

Embassy of Uruguay
1918 F Street, N.W.
Washington, D.C. 20006
Tel: (202) 628-1336

VENEZUELA

Embassy of Venezuela
2445 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 265-9600

YUGOSLAVIA

Embassy of the Socialist Fed.
Republic of Yugoslavia
2410 California Street, N.W.
Washington, D.C. 20008
Tel: (202) 462-6566

ZAIRE

Embassy of the Republic of Zaire
1800 New Hampshire Avenue, N.W.
Washington, D.C. 20009
Tel: (202) 234-7690

ZAMBIA

Embassy of the Republic of Zambia
2419 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: (202) 265-9717

Appendix II

U.S. Agricultural Attaché Locations

ARGENTINA

Agricultural Attaché
American Embassy
Sarmiento Building 663
Buenos Aires, Argentina
Tel: 46-3211

AUSTRALIA

Agricultural Attaché
American Embassy
Moonah Place
Yarralumla, A.C.T.
Canberra, Australia
Tel: 731-351

AUSTRIA

Agricultural Attaché
American Embassy
Boltzmanngasse 16, A-1091
Vienna, Austria
Tel: 346-611

BELGIUM

Agricultural Attaché
American Embassy
27 Boulevard du Regent
Brussels, Belgium
Tel: 513-3830

U.S. MISSION TO THE EUROPEAN COMMUNITY

Agricultural Attaché
USEC Brussels
40 Boulevard du Regent, Boite 3
Brussels 1000, Belgium
Tel: 513-4450

BRAZIL

Agricultural Attaché
American Embassy
Avenida Das Nacoes, Lote No. 3
Brasilia, Brazil
Tel: 230-120

Agricultural Officer
American Consulate General
Edificio Conjunto Nacional
Rua Padre Joao Manuel, 20
São Paulo, Brazil
Tel: 289-3155

CANADA

Agricultural Attaché
American Embassy
100 Wellington Street
Ottawa, Canada
Tel: (613) 238-5335

CHILE

Agricultural Attaché
American Embassy
Merced 230
Santiago, Chile
Tel: 82-801

CHINA, PEOPLE'S REPUBLIC OF

U.S. Liaison Office, Peking
Kuang Kua Lu 17
Peking, People's Republic of China
Tel: 522-033

CHINA, REPUBLIC OF

Agricultural Attaché
American Embassy
2 Chung Hsiao West Road
Taipei, Taiwan, China
Tel: 331-3551

COLOMBIA

Agricultural Attaché
American Embassy
Calle 37 #8-40
Bogotá, Colombia
Tel: 329-100

COSTA RICA

Agricultural Attaché
American Embassy
Avenida 3 & Calle 1
San Jose, Costa Rica
Tel: 225-566

DENMARK

Agricultural Attaché
American Embassy
Dag Hammarskjolds Alle 24
Tel: 123-144

BRAZIL

Asst. Agricultural Attaché
American Consulate General
147 Avenue Presidente Wilson 147
Rio de Janeiro, Brazil
Tel: 252-8055

BANGLADESH

Agricultural Attaché
American Embassy
Adamjee Court Building
Dacca, Bangladesh
Tel: 244-220

DOMINICAN REPUBLIC

Agricultural Attaché
American Embassy
Calle Cesar Nicolas Pensen
and Calle Leopoldo Navarro
Santo Domingo, Dominican Republic
Tel: 682-2171

ECUADOR

Agricultural Attaché
American Embassy
120 Avenida Partia
Quito, Ecuador
Tel: 230-020

EGYPT, ARAB REPUBLIC OF

Agricultural Attaché
American Embassy
5 Sharia Latin America
Cairo, Egypt
Tel: 28219

EL SALVADOR

Agricultural Attaché
American Embassy
1230, 25 Avenida Norte
San Salvador, El Salvador
Tel: 257-100

FRANCE

Agricultural Attaché
American Embassy
2 Avenue Gabriel
Paris, France
Tel: 265-7460 ext. 7171

Agricultural Attaché
U.S. Mission to the Organization for
Economic Cooperation and Development
(U.S. OECD)
19 Rue de Franqueville
Paris, France
Tel: 524-9743

GERMANY

Agricultural Attaché
American Embassy
Mehlemer Avenue, 5300 Bad Godesberg
Bonn, Germany
Tel: 02221/8955

GREECE

Agricultural Attaché
American Embassy
91 Queen Sophia Avenue
Athens, Greece
Tel: 712-951 or 718-401

GUATEMALA

Agricultural Attaché
American Embassy
Avenida La Reforma 7-01, Zona 10
Guatemala City, Guatemala
Tel: 61-541

HONG KONG

Agricultural Officer
American Consulate General
26 Garden Road
Hong Kong, Hong Kong
Tel: 239-011

INDIA

Agricultural Attaché
American Embassy
Shanti Path, Chanakyapuri 21
Dew Delhi, India
Tel: 70351

INDONESIA

Agricultural Attaché
American Embassy
Medan Merdeka, Salantan 5
Djakarta, Indonesia
Tel: 40-001

IRAN

Agricultural Attaché
American Embassy
260 Avenue Takti Jamshid
Tehran, Iran
Tel: 825-091

IRELAND

Agricultural Attaché
American Embassy
42 Elgin Road, Ballsbridge
Dublin, Ireland
Tel: 688-777

ISRAEL

Agricultural Attaché
American Embassy
71 Hayaron Street
Tel Aviv, Israel
Tel: 54-338

ITALY

Agricultural Attaché
American Embassy
Via V. Veneto 119
Rome, Italy
Tel: 4674

Agricultural Officer
American Consulate General
Piazza della Repubblica 32
Milan, Italy
Tel: 652-841

JAPAN

Agricultural Attaché
American Embassy
Annex No. 1
2 Akasaka Aoi-cho, Minato-ku
Toyko, Japan
Tel: 583-7141

KENYA

Agricultural Attaché
American Embassy
(P.O. Box 30127)
Cotts House, Eliot Street
Nairobi, The Republic of Kenya
Tel: 334-141

KOREA

Agricultural Attaché
American Embassy
82 Sejong-Ro
Seoul, The Republic of Korea
Tel: 722-601

LEBANON

Agricultural Attaché
American Embassy
Ali Reza Building, Avenue de Paris
Beirut, Lebanon
Tel: 361-800

LIBERIA

Agricultural Attaché
American Embassy
United Nations Drive
Monrovia, Liberia
Tel: 22-991

MALAYSIA

Agricultural Attaché
American Embassy
AIA Building - Jalan Ampang
Kuala Lumpur, Malaysia
Tel: 26-321

MEXICO

Agricultural Attaché
American Embassy
Paseo de la Reforma 305,
Colonia Cuauhtemec
Mexico City, D.F. Mexico
Tel: (905) 525-9100

MOROCCO

Agricultural Attaché
Charia Marrakech
Rabat, Morocco
Tel: 30-361

NETHERLANDS

Agricultural Attaché
American Embassy
102 Lange Voorhout
The Hague, Netherlands
Tel: 62-4911

NEW ZEALAND

Agricultural Attaché
American Embassy
155-161 The Terrace
Room 1105-06
Wellington, New Zealand
Tel: 41-074

NORWAY

Agricultural Attaché
American Embassy
Drammensveien 18
Oslo, Norway
Tel: 566-880

NIGERIA

Agricultural Attaché
American Embassy
1 King's College Road
Lagos, Nigeria
Tel: 57-320

PAKISTAN

Agricultural Attaché
American Embassy
Diplomatic Enclave, Ramna 4
Islamabad, Pakistan
Tel: 22-161

PERU

Agricultural Attaché
American Embassy
S.W. Corner Avenidas Wilson and Espana
Lima, Peru
Tel: 286-000

PHILIPPINES

Agricultural Attaché
American Embassy
1201 Roxas Boulevard
Manila, Philippines
Tel: 59-8011

POLAND

Agricultural Attaché
American Embassy
c/o American Consulate General
APO New York 09757
Tel: 283-041

PORTUGAL

Agricultural Attaché
American Embassy
Avenida Duque de Loule No. 39
Lisbon, Portugal
Tel: 555-141

SOUTH AFRICA

Agricultural Attaché
American Embassy
225 Pretorius Street, Transvaal
Pretoria, Republic of South Africa
Tel: 484-2666

SPAIN

Agricultural Attaché
American Embassy
Serrano 75
Madrid, Spain
Tel: 276-3400, 276-3600

SWEDEN

Agricultural Attaché
American Embassy
Strandvagen 101
Stockholm, Sweden
Tel: 530-520

SWITZERLAND

Agricultural Attaché
American Embassy
93/95 Jubilaustrasse
Bern, Switzerland
Tel: 430-011

Agricultural Attaché

U.S. Mission to European Office of U.N.
& other International Organizations
80 Rue de Lausanne 1202
Geneva, Switzerland
Tel: 327-020

SYRIA

Agricultural Attaché
American Embassy
Abu Rumaneh, Al Mansur St. No. 2
Damascus, Syria
Tel: 332-315

THAILAND

Agricultural Attaché
American Embassy
95 Wireless Road
Bangkok, Thailand
Tel: 252-5040

TRINIDAD

Agricultural Attaché
American Embassy
15 Queen's Park West
Port-of-Spain, Trinidad
Tel: 26-371

TURKEY

Agricultural Attaché
American Embassy
110 Ataturk Boulevard
Ankara, Turkey
Tel: 272-607

UNITED KINGDOM

Agricultural Attaché
American Embassy
24/31 Grosvenor Square W.1
London, England
Tel: 499-9000

USSR

Agricultural Attaché
American Embassy
APO New York 09862
Tel: 252-0011

URUGUAY

Agricultural Attaché
American Embassy
Calle Lauro Muller 1776
Montevideo, Uruguay
Tel: 409-051

VENEZUELA

Agricultural Attaché
American Embassy
Apartado 62.291 del Este
Avenida Francisco de Miranda &
Avenida Principal de la Floresta
Caracas, Venezuela
Tel: 284-6111 or 284-7111

ZAIRE

Agricultural Attaché
American Embassy
310 Avenue des Aviateurs
Kinshasa, Zaire
Tel: 22-698

YUGOSLAVIA

Agricultural Attaché
American Embassy
50 Kneza Milosa
Belgrade, Yugoslavia
Tel: 645-655

U.S. DEPARTMENT OF AGRICULTURE

Appendix III

Partial Lists of Air and Surface Transporters of Livestock, and Livestock Freight Forwarders

Air Transportation

Airlift International
P.O. Box 480535
International Airport Branch
Miami, Florida 33148
Tel: (305) 871-1750
CDC: MIAPRD
John Kempster, Director, Flight Operations
David Sowers, Director, Marketing Services

Flying Tigers
7401 Worldway West
P.O. Box 92935
Los Angeles, California 90009
Tel: (213) 646-2497
CDC: HDQSCFT
Telex: 674496
Jim Haggerty, General Manager, Charter Sales

Pegasus Airtransport Co.
167-10 S. Conduit Avenue
Jamaica, New York 11434
Tel: (212) 656-6260, 6263
Telex: 620025 Pegasus
John Shortell, General Manager, New York

Seaboard World Airlines
Building 178 JFK International Airport
Jamaica, New York 11430
Tel: (212) 632-7648
Telex: 960179
Anne Miles, Director, Cargo Sales

Trans-International Airlines
International Headquarters, P.O. Box 2504
Oakland, California 94604
Tel: (415) 577-6000
Telex: 336320
Bob Calhoun, Cargo Sales Representative

Airway International
1111 E. 24th Street
Hialeah, Florida 33013
Tel: (305) 691-4562
Lee James, President

Surface Transportation

C. C. Clausen Steamship Company
c/o Fisher, Galban, Sinich PC
1522 K Street, N.W.
Washington, D.C. 20005
Tel: (202) 223-4600
Telex: 89-468
Joel Fisher

Sealand Services, Inc.
P.O. Box 1050
Elizabeth, New Jersey 07207
Tel: (201) 289-6000 ext. 2289
Telex: 138511
CDC: ELZSJSS
James L. Clark, General Manager,
Special Commodity Services

CIE DENS-OCEAN
V LOT DOK WESKAAIZ
8400 Oostende Belgium
Tel: 708.06, 832.34, 836.31
Telex: 18153, 18181
E. Bovit, Administrator

Freight Forwarders

Air-Line Air Freight, Ltd.
2277 East Devon
Elk Grove, Illinois 60007
Tel: (800) 323-1781
Leslie Shearer, Vice President

Houston Freight Forwarding
705 First International Bank Bldg.
Houston, Texas 77002
Tel: (713) 659-1532, 2754, 2755
Cable: TWX 9108811162 EXPORTMCO HOU
J. A. Clark, Jr., General Manager

J. D. Smith Inter-Ocean, Inc.
One World Trade Center, Suite 2161
New York, New York 10048
Tel: (212) 432-0500
William Angello

Skylift International, Inc.¹
1617 S. Pacific Coast Highway, Suite E
Redondo Beach, California
Tel: (312) 540-7700
Telex: 69175
Ray A. Vidal, President

¹ Air charter broker—entire plane loads.

Alex Nichols Agency, Inc.
P.O. Box 287
Glen Head, New York 11545
Tel: (516) 671-9100
Telex: Nichols GEAD 125223
Alex Nichols, President

Jet Airfreight
P.O. Box 60012 AMF
Houston, Texas 77205
Tel: (713) 443-0151
Telex: 775936
John Machado, Branch Manager

Pegasus Air Transport Co.
24 Church Street
New Canaan, Conn. 06840
Tel: (203) 972-0916
Cable: PEGASUS BALTIMORE
Lawrence E. Burtchaell, Director of Marketing

Suarez Shipping Service, Inc.
P.O. Box 481400
Miami, Florida 33148
Tel: (305) 526-6393
Telex: 518825
Julio Suarez, President

Note: The use of firm or corporation names in this appendix is for the information and convenience of the reader. Such use does not constitute an official endorsement or approval by the U.S. Department of Agriculture of any service to the exclusion of others that may not be included.

